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POTASH & PHOSPHATE INSTITUTE

QUARTERLY POTASH REPORT SUMMARY

(Short Tons K2O)

JULY - SEPTEMBER

	CANADIAN PRODUCERS			UNITED STATES PRODUCERS			TOTAL CANADIAN & U.S. PRODUCERS		
	1986	1985	Change %	1986	1985	Change %	1986	1985	Change %
Beginning Inventory	1,690,235	2,049,854	-17.5%	294,222	300,800	-2.2%	1,984,457	2,350,654	-15.6%
(+) Production	1,441,207	1,258,323	14.5%	362,165	348,862	3.8%	1,803,372	1,607,185	12.2%
(-) Ending Inventory	1,461,997	1,675,980	-12.8%	348,518	361,307	-3.5%	1,810,515	2,037,287	-11.1%
(=) Total Disappearance	1,669,445	1,632,197	2.3%	307,869	288,355	6.8%	1,977,314	1,920,552	3.0%
(-) Exports	709,550	500,763	41.7%	162,503	121,636	33.6%	872,053	622,399	40.1%
(=) Disappearance-Canada & United States	959,895	1,131,434	-15.2%	145,366	166,719	-12.8%	1,105,261	1,298,153	-14.9%

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
TOTAL BY U. S. AND CANADIAN PRODUCERS
(Short Tons K2O)

July-September Quarter, 1986 & 1985

	PRODUCTION		ENDING INVENTORY, SEPTEMBER 30				DISAPPEARANCE	
	1986 JUL-SEP	1985	MINE SITE	OFFSITE	1986	1985	1986 JUL-SEP	1985
MURIATE								
Special Std.	46,571	56,783	31,193	13,969	45,162	37,014	39,668	47,977
Standard	512,846	383,758	364,671	129,597	494,268	480,079	563,010	429,097
Chemical	15,779	19,795	6,199	334	6,533	7,075	16,678	20,627
Coarse	433,623	446,309	108,630	337,018	445,648	684,879	584,802	675,892
Granular	598,959	493,960	177,753	387,906	565,659	561,249	604,169	573,378
Soluble	144,438	137,908	81,088	85,533	166,621	178,017	116,147	109,610
SULPHATES	51,156	68,672	72,319	14,305	86,624	88,974	52,839	63,962
TOTAL	1,803,372	1,607,185	841,853	968,662	1,810,515	2,037,287	1,977,314	1,920,543

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		*EXPORTS		U.S. & CANADA		*EXPORTS		JULY-SEPTEMBER	
	1986 JUL-SEP	1985	1986 JUL-SEP	1985	1986 JUL-SEP	1985	1986 JUL-SEP	1985	1986	1985
MURIATE										
Special Std.	19	60	30,356	38,365	-	-	-	-	30,375	38,425
Standard	75,750	78,308	474,486	323,632	42,369	48,287	935	599	593,540	450,826
Chemical	183	-	41	-	15,903	19,705	312	352	16,439	20,057
Coarse	527,206	637,746	93,412	29,057	-	-	-	-	620,618	666,803
Granular	317,819	398,544	205,569	154,034	-	-	-	-	523,388	552,578
Soluble	39,368	75,394	32,041	32,397	24,597	31,215	11,139	11,915	107,145	150,921
SULPHATES	23,277	26,496	23,748	32,048	643	689	14	-	47,682	59,233
TOTAL	983,622	1,216,548	859,653	609,533	83,512	99,896	12,400	12,866	1,939,187	1,938,843

* Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

QUARTERLY EXPORT SALES - NORTH AMERICAN PRODUCERS - (Short Tons K20)

JULY-SEPTEMBER, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	482	0	0	0	482
Australia	2,351	3,531	37,871	0	1,877	45,630
Belgium	16,696	0	6,669	0	0	23,365
Brazil	49,174	62,961	118,378	3,450	253	234,216
Chile	7,390	0	0	0	8,645	16,035
China	56,637	0	0	0	0	56,637
Columbia	8,992	0	0	0	0	8,992
Costa Rica	0	0	960	0	1,508	2,468
Denmark	12,303	0	0	0	0	12,303
Dom. Republic	0	0	5,029	0	553	5,582
Ecuador	0	0	0	0	48	48
France	3,709	0	0	0	0	3,709
Guatemala	4,402	0	0	0	0	4,402
India	105,682	0	0	0	0	105,682
Indonesia	25,118	0	0	0	0	25,118
Ireland	0	0	6,669	0	0	6,669
Italy	7,744	0	0	0	0	7,744
Jamaica	0	1,760	0	0	0	1,760
Japan	34,973	22,850	11,823	21,473	10,124	101,243
Korea	38,189	0	0	7,083	0	45,272
Malaysia	40,325	0	0	0	159	40,484
Mexico	15,850	0	0	35	118	16,003
New Zealand	5,161	1,828	0	0	0	6,989
Panama	0	0	826	0	388	1,214
Peru	2,812	0	0	0	0	2,812
Philippines	7,705	0	0	0	75	7,780
Puerto Rico	0	0	978	0	0	978
South Africa	0	0	3,346	0	0	3,346
Switzerland	22,457	0	10,527	0	0	32,984
Taiwan	37,213	0	0	0	0	37,213
United Kingdom	0	0	2,493	0	0	2,493
TOTAL AG:	504,883	93,412	205,569	32,041	23,748	859,653
NON-AGRICULTURAL						
Japan	262	-	-	11,139	0	11,401
Korea	50	-	-	0	0	50
Mexico	810	-	-	0	14	824
United Kingdom	125	-	-	0	0	125
TOTAL NON-AG:	1,247	-	-	11,139	14	12,400
TOTAL EXPORTS:	506,130	93,412	205,569	43,180	23,762	872,053

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY CANADIAN PRODUCERS
(Short Tons K2O)

July-September Quarter, 1986 & 1985

	PRODUCTION		ENDING INVENTORY, SEPTEMBER 30				DISAPPEARANCE	
	1986 JUL-SEP	1985	MINE SITE	OFFSITE	1986	1985	1986 JUL-SEP	1985
MURIATE								
Special Standard	46,571	56,783	31,193	13,969	45,162	37,014	39,668	47,977
Standard	378,702	256,659	229,001	128,982	357,983	351,560	438,388	332,796
Chemical	12,769	13,119	4,320	334	4,654	3,341	12,296	13,994
Coarse	408,657	404,695	86,464	336,543	423,007	631,278	568,891	639,910
Granular	453,986	398,606	83,216	386,585	469,801	481,718	499,263	493,788
Soluble	140,522	128,461	75,857	85,533	161,390	171,069	110,938	103,732
TOTAL	1,441,207	1,258,323	510,051	951,946	1,461,997	1,675,980	1,669,445	1,632,197

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		*EXPORTS		U.S. & CANADA		*EXPORTS		JULY-SEPTEMBER	
	1986 JUL-SEP	1985	1986 JUL-SEP	1985	1986 JUL-SEP	1985	1986 JUL-SEP	1985	1986	1985
MURIATE										
Special Std.	19	60	30,356	38,365	-	-	-	-	30,375	38,425
Standard	56,349	63,211	383,911	280,612	18,029	12,405	125	-	458,414	356,228
Chemical	183	-	-	-	11,665	13,073	299	352	12,147	13,425
Coarse	518,337	602,043	88,212	28,203	-	-	-	-	606,549	630,246
Granular	273,858	362,565	163,502	109,190	-	-	-	-	437,360	471,755
Soluble	35,674	74,068	32,006	32,397	19,974	26,644	11,139	11,644	98,793	144,753
TOTAL	884,420	1,101,947	697,987	488,767	49,668	52,122	11,563	11,996	1,643,638	1,654,832

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

QUARTERLY EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

JULY-SEPTEMBER, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	2,351	3,531	37,871	0	43,753
Brazil	27,157	58,243	97,442	3,450	186,292
Chile	7,390	0	0	0	7,390
China	56,637	0	0	0	56,637
Columbia	4,600	0	0	0	4,600
Denmark	12,303	0	0	0	12,303
France	3,709	0	0	0	3,709
Guatemala	4,402	0	0	0	4,402
India	89,884	0	0	0	89,884
Indonesia	25,118	0	0	0	25,118
Italy	7,744	0	0	0	7,744
Jamaica	0	1,760	0	0	1,760
Japan	21,815	22,850	11,823	21,473	77,961
Korea	38,189	0	0	7,083	45,272
Malaysia	40,325	0	0	0	40,325
Mexico	14,807	0	0	0	14,807
New Zealand	5,161	1,828	0	0	6,989
Peru	2,812	0	0	0	2,812
Philippines	7,705	0	0	0	7,705
South Africa	0	0	3,346	0	3,346
Switzerland	22,457	0	10,527	0	32,984
Taiwan	19,701	0	0	0	19,701
United Kingdom	0	0	2,493	0	2,493
TOTAL AG:	414,267	88,212	163,502	32,006	697,987
NON-AGRICULTURAL					
Japan	249	-	-	11,139	11,388
Korea	50	-	-	0	50
United Kingdom	125	-	-	0	125
TOTAL NON-AG:	424	-	-	11,139	11,563
TOTAL EXPORTS:	414,691	88,212	163,502	43,145	709,550

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY U. S. PRODUCERS
(Short Tons K2O)

July-September Quarter, 1986 & 1985

	PRODUCTION		ENDING INVENTORY, SEPTEMBER 30				DISAPPEARANCE	
	1986 JUL-SEP	1985	MINE SITE	OFFSITE	1986	1985	1986 JUL-SEP	1985
MURIATE								
Standard	134,144	127,099	135,670	615	136,285	128,519	124,622	96,301
Chemical	3,010	6,676	1,879	-	1,879	3,734	4,382	6,633
Coarse	24,966	41,614	22,166	475	22,641	53,601	15,911	35,982
Granular	144,973	95,354	94,537	1,321	95,858	79,531	104,906	79,590
Soluble	3,916	9,447	5,231	-	5,231	6,948	5,209	5,878
SULPHATES	51,156	68,672	72,319	14,305	86,624	88,974	52,839	63,962
TOTAL	362,165	348,862	331,802	16,716	348,518	361,307	80,075	288,346

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES
	U.S. & CANADA		*EXPORTS		U.S. & CANADA		*EXPORTS		JULY-SEPTEMBER
	1986 JUL-SEP	1985	1986 JUL-SEP	1985	1986 JUL-SEP	1985	1986 JUL-SEP	1985	1986 / 1985
MURIATE									
Standard	19,401	15,097	90,575	43,020	24,340	35,882	810	599	135,126 / 94,598
Chemical	-	-	41	-	4,238	6,632	13	-	4,292 / 6,632
Coarse	8,869	35,703	5,200	854	-	-	-	-	14,069 / 36,557
Granular	43,961	35,979	42,067	44,844	-	-	-	-	86,028 / 80,823
Soluble	3,694	1,326	35	-	4,623	4,571	-	271	8,352 / 6,168
SULPHATES	23,277	26,496	23,748	32,048	643	689	14	-	47,682 / 59,233
TOTAL	99,202	114,601	161,666	120,766	33,844	47,774	837	870	295,549 / 284,011

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

QUARTERLY EXPORT SALES - U. S. PRODUCERS - (Short Tons K20)

JULY-SEPTEMBER, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	482	0	0	0	482
Australia	0	0	0	0	1,877	1,877
Belgium	16,696	0	6,669	0	0	23,365
Brazil	22,017	4,718	20,936	0	253	47,924
Chile	0	0	0	0	8,645	8,645
Columbia	4,392	0	0	0	0	4,392
Costa Rica	0	0	960	0	1,508	2,468
Dom. Republic	0	0	5,029	0	553	5,582
Ecuador	0	0	0	0	48	48
India	15,798	0	0	0	0	15,798
Ireland	0	0	6,669	0	0	6,669
Japan	13,158	0	0	0	10,124	23,282
Malaysia	0	0	0	0	159	159
Mexico	1,043	0	0	35	118	1,196
Panama	0	0	826	0	388	1,214
Philippines	0	0	0	0	75	75
Puerto Rico	0	0	978	0	0	978
Taiwan	17,512	0	0	0	0	17,512
TOTAL AG:	90,616	5,200	42,067	35	23,748	161,666
NON-AGRICULTURAL						
Japan	13	-	-	0	0	13
Mexico	810	-	-	0	14	824
TOTAL NON-AG:	823	-	-	0	14	837
TOTAL EXPORTS:	91,439	5,200	42,067	35	23,762	162,503